



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

MAXLEBEN

Campus Recruitment - 2020 Passing Out Batch **(Only for unplaced & Eligible Students)**

Company	MAXLEBEN		
Batch	2020 Passing Out Batch		
Joining	Jan 2020		
Date of Campus	Will be Informed later		
Reporting Time	Will be Informed later		
Venue	Will be Informed later		
Job Title	Profile 1 : Business Development Executive Profile 2 : Business Development Manager		
Eligible Degrees	Profile 1 : B.Tech Profile 2 : M.BA		
Eligible Branches	Profile 1 : All Branches Profile 2 : Marketing		
Eligibility Criteria	10 th	-	60 % Criteria
	12 th	-	60 % Criteria
	Graduation	-	60 % Criteria
	Post-Graduation	-	60 % Criteria
Location	Noida		
CTC	Profile 1 : 3.25 LPA Profile 2 : 5 LPA		
Roles & Responsibilities	Profile 1 : <ul style="list-style-type: none"> Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options. Sells products by establishing contact and developing relationships with prospects; recommending solutions. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements. Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors. Prepares reports by collecting, analyzing, and summarizing information. 		

	<ul style="list-style-type: none"> • Maintains quality service by establishing and enforcing organization standards. • Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies. <p>Profile 2 :</p> <ul style="list-style-type: none"> • Analyse project aims and objectives and work with Subject Matter Experts (SMEs) to design the solution for customers • Contacting potential clients to establish rapport and arrange meetings. • Planning and overseeing new marketing initiatives. • Researching organizations and individuals to find new opportunities. • Increasing the value of current distributors while attracting new ones. • Attending conferences, meetings, and industry events. • Developing quotes and proposals for clients. • Developing goals for the development team and business growth and ensuring they are met. • Training personnel and helping team members develop their skills.
Skills Required	<ul style="list-style-type: none"> • Good learning and developing environment • Job security and stability coupled with fast-tracked growth opportunities • Young and vibrant work culture • Excellent oral and written communication skills • Competence to acquire new skills and knowledge continuously • Action-oriented and focused on achieving results • Reporting Skills, Maintaining Employee Files, Dependability, Organization, Scheduling, Confidentiality, Independence, Orienting Employees, Teamwork, • Microsoft Office Skills
How to Apply?	<p>All interested and Eligible students need to apply on the link below latest by 4 PM, 20th October 2019</p> <p>CLICK HERE</p> <p>Late entries will automatically get deleted.</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana
Advisor

